

Open Road Toll (ORT) System

RFP 2016-041

Agenda

- Housekeeping
- Presentation
- Question/Answer Period

Housekeeping

- Sign-in sheet
- Restrooms
- Information Precedence
 - RFP precedence over meeting information

Presentation Outline

- Introductions
- ORT System RFP
 - Procurement
 - Scope
 - Technical Requirements

Introductions

NHDOT Bureau of Turnpikes

- John Corcoran, P.E. – Administrator and Contract Manager
- Renee Dupuis – Assistant Administrator and Project Manager
- Laura Marriott – Toll Manager
- Charles Burns – DoIT Liaison

Introductions

- Consultant to NHDOT – HNTB Corporation
 - Walter Fagerlund, P.E. – ORT Toll System Oversight Project Manager
- Vendor Representatives
 - Kapsch
 - Transcore

1.1 – Project Goals

- Goal 1: Meeting the Project Schedule with the deployment of a fully integrated, working and accurate ORT solution.
- Goal 2: Obtain ORT maintenance services for the current (“legacy”) system operating in Hooksett and Hampton. Work with existing ORT Contractor to maintain service.
- Goal 3: Implement new redundant, highly reliable ORT system and maintenance services in Bedford, Dover and Rochester over the initial five (5) year Contract Term.
- Goal 4: Receive the best value for the dollars invested.

2.3 - Contract Term

- The Contractor's initial term will begin on the Effective Date and Maintenance will begin on July 1, 2018 and extend through five (5) years ("Initial Term") and expire no later than June 30, 2023.
- The contract term may be extended by three (3) additional three (3) year terms ("Extended Term") at the sole option of the State.

2.7 - Schedule of Events

EVENT	DATE	TIME
RFP Released to Contractors (Advertisement)	5/12/2016	
Contractors Submit Letter of Intent to Bid/RSVP for Conference	5/26/2016	5 PM
Contractor Conference	6/1/2016	8 AM
Site Tour; Day and time of the visit to be scheduled prior to the Contractor Conference. The Contractor must request a site tour.	6/1/2016 6/2/2016 6/3/2016	
Contractor Inquiry Period Ends	6/17/2016	5 PM
Final State Responses to Contractor Inquiries	7/7/2016	5:00 PM
Contractors Submit Proposals	7/28/2016	2:30 PM
NHDOT Initial Review Period Complete, Questions to Proposers	8/19/2016	
Contractor Oral Presentations and Interviews	Week of 9/12/2016	TBD
Notification of Contractor Selection and Begin Contract Negotiations	Week of 9/19/2016	
Governor and Executive Council Approval	Nov. 2016	
Notice to Proceed	Nov. 2016	
Updated civil requirements	Dec. 2016	
Complete ORT System "Go Live"	5/31/2018	

5.1 - Proposal Submission, Deadline, and Location Instructions

- All Proposals submitted in response to this RFP must consist of:
 - **One (1) original and eight (8) copies** clearly identified copies of the Proposal, including all required attachments;
 - **One (1) original of the Price Proposal, as described in Section 5.19.11, must be packaged separately, labeled clearly and sealed;**
 - One (1) copy of the Proposal Transmittal Letter (Appendix J, Form 1, herein) shall be signed by an official authorized to legally bind the Contractor and shall be marked “ORIGINAL”; and
 - One (1) electronic copy of response on CD ROM or thumb-drive in PDF format.
 - The original and all copies shall be bound separately, delivered in sealed containers, and permanently marked as indicated above. A Contractor’s disclosure or distribution of its Proposal other than to the State will be grounds for disqualification.

5.2 - Proposal Inquires

- A Contractor RFP Inquiries Form provided located in *APPENDIX J: FORMS* to identify and track all inquiries (Form #2).
- The form shall be filled-out and submitted to the following RFP State Point of Contact:
 - **Contact Bureau of Turnpikes by email only, please contact:**
 - TO: Renee Dupuis, rdupuis@dot.state.nh.us
 - CC: Laura Marriott, lmariott@dot.state.nh.us
 - Period ends on June 17, 2016 at 5:00 pm

5.17 - Proposal Format

- Proposals should follow the following format:
 - The Proposal shall be provided in a three-ring binder.
 - The Proposal shall be printed on white paper with dimensions of 8.5 by 11 inches with right and left margins of one (1) inch.
 - **The Proposal shall be printed double sided** (Attachment and Appendices are not subject to this but encouraged)
 - The Proposal shall use Times New Roman font with a size eleven (11).
 - Each page of the Proposal shall include a page number and the number of total pages and identification of the Contractor in the page footer.
 - **Tabs should separate each section of the Proposal.**
- Exceptions for paper and font sizes are permissible for: graphical exhibits, which may be printed on white paper with dimensions of 11 by 17 inches; and material in appendices.

5.18 - Proposal Organization

- **Total page limit of 50 pages** and should not include items not identified in the outline.

Section	Page Limit Applies (Y/N)
Cover Page	No
Proposal Transmittal Letter	No
Table of Contents	No
Section I: Executive Summary	Yes
Section II: Glossary of Terms and Abbreviations	No
Section III: Responses to Requirements and Deliverables – Compliance Matrix	No
Section IV: Narrative Responses	Yes
Section V: Corporate Qualifications	Yes
Section VI: Qualifications of Key Staff	No
Section VII: Forms	No
Section IX: Copy of Addendum and Original RFP (initial each page)	No
Section X: Attachments	No
Attachment A: Project Organization Charts	No
Attachment B: Preliminary Project Schedule	No

5.19.6 - Section III: Responses to System Requirements and Deliverables

- All Proposers shall be required to complete and submit the Compliance Matrix, included in APPENDIX J: FORMS, Form 8: Compliance Matrix, which covers all requirements of *APPENDIX C: SYSTEM REQUIREMENTS AND DELIVERABLES*.

Sample Compliance Matrix (Form 8)

Section	Conformance with RFP 2016-041 Requirements	Compliance ¹			Existing Functionality ²			Configurability			Contractor Comments
		Y	N	E	E	M	D	U	C	F	
C-1	Scope of Work										
C-1.1	Project Goals										
C-1.2	Definition & Understanding of the Term Configurable										
C-1.3	Project Overview										

Notes:

- 1 - **Compliance**: Y-YES, N-NO, E-EXCEEDS
- 2 - **Existing Functionality**; E-EXISTING, M-MODIFY, D-DEVELOP
- “**Existing**” denotes a current feature of the Vendor’s proposed Solution that does not require further development.
- “**Modify**” denotes a current feature of the Vendor’s proposed Solution that will require modification for final design compliance.
- “**Develop**” denotes a feature that will be developed new as part of this Project.

Sample Compliance Matrix (Form 8)

Notes:

3-Configurability: U-User Configurable, C- Configurable, F-Fixed

User configurable – appropriate users with the rights/roles can make the changes. This should not be dependent on a developer/programmer. No code changes, testing etc. -free

Configurable – Contractor's developers/programmers need to make the change but no code change, testing etc. –free

Fixed – is a code change which may also required testing etc. Change Request unless handled under O&M

Note: the RFP may note items to be User configurable but the vendor has them Configurable please explained .

6.1 - Scoring Proposals

CATAGORIES	POINTS
TECHNICAL PROPOSAL with the following potential maximum scores for each Technical Proposal category;	70
ORT System Design and Technical Approach (30%)	21
Ability to Execute and Meet the Project Schedule (30%)	21
System Maintenance and Warranty Approach (20%)	14
Firms Qualifications, Project Team, Capabilities and References (20%)	14
PRICE PROPOSAL POTENTIAL MAXIMUM POINTS	30
TOTAL POTENTIAL MAXIMUM POINTS AWARDED	100

6.3.3 - Oral Interviews and Product Demonstrations

- Preliminary scores from the initial technical review and evaluation of the Proposals will be used to identify a “short list” of the top four to five Contractor. Contractor on the “short list” shall be invited to oral interviews and product demonstrations.
- For each Contractor invited, the oral interview and product demonstrations will be three hours for the interview and demonstration.

6.4.1 - Calculation of Technical Scores

- The **minimum acceptable Technical Score** will be **Forty-nine (49) points** out the possible total of 70 points. Any proposals that do not receive a Technical Score of Forty-nine (49) or higher will be removed from further consideration and the corresponding Price Proposal will not be opened and shall be returned unopened to the applicable Contractor.

6.4.6 - Calculation of the Price Proposal Score

- The Contractor's Price Proposal will be allocated a maximum potential score of 30 points. The Agency will consider the costs of the Implementation Phase and the subsequent five (5) year Maintenance Phase costs identified in Appendix F: Pricing Worksheets which is the Contract Total on Sheet 1 "Project Summary Sheet".
- The following formula will be used to assign points for costs:
 - **Contractor's Price Score = (Lowest Proposed Price / Contractor's Proposed Price) x 30**
- For the purpose of use of this formula, the lowest proposed price is defined as the lowest price proposed by a Contractor who has scored forty-nine (49) or higher on the Technical Score.

Appendix C

- C-1.3 - Project Overview
 - Existing ORT System Maintenance (Hampton/Hooksett)
 - Existing Software and Firmware Maintenance (Hampton/Hooksett)
 - New Installation - Bedford Mainline Plaza (May-June 2018)
 - New Installations - Dover and Rochester (2021-2023)
- C-1.4.1 Project Phases
 - Phase IA Design, Develop, and FAT 12/31/17
 - Phase IB Train, Install, OFIT, Comm, Go-Live 5/31/18
 - Phase IC EOT 9/1/18
 - Phase II –Maintenance & Warranty

Appendix C

Table C-13: Summary of Major Deliverables

Item No.	Deliverable/Milestone	Due Date
1	Notice to Proceed/Mobilization	
2	Civil Design Function Requirements	30 Days from NTP
3	Project Schedule (Baseline)/Escrow Deposit	45 Days from NTP
4	Final Project Management Plan, including Quality Assurance Plan	45 Days from NTP
5	System Requirements Document	During Phase IA
6	Draft Business Rules Document	During Phase IA
7	Draft Interface Control Documents	During Phase IA
8	Preliminary System Detailed Design Document	During Phase IA

1.13.1 General

Project Deliverables: Draft, Final Draft and Final Submittal

- **Draft** – Draft submittals shall be completed by the Contractor with intent to represent a 90% completion. NHDOT's review of the Draft shall serve as the initial review and to resolve any outstanding issues and/or clarifications needed for the Contractor to complete the document and submit a Final Draft. NHDOT shall be allowed a 15 business day review period for all Draft submittals.
- **Final Draft** – The Final Draft shall be considered 100% complete taking into consideration and applying all comments and resolutions from the Draft submittal. NHDOT's review of the Final Draft is intended to verify that all comments and resolutions have been appropriately applied. NHDOT shall be allowed a 3 business day review period for all Final Draft submittals.
- **Final Submittals** – The Final Submittals shall also be subject to final review and approval by NHDOT and for subsequent payment where applicable.

ORT System Requirements

- Four ORT lanes (2 per direction) in the center of existing Bedford Plaza and future plazas.
 - AVI (Kapsch)
 - Multiprotocol Reader
 - Coverage in TW and Shoulder
 - AVDC (Detection and Classification)
 - Shoulder is only detection and violation processing
 - Dual Tire classification
 - Height of vehicle –first axle, second axle, highest point between the first and second axle
 - VES (Violation enforcement)
 - TW –two front cameras and one rear
 - Shoulder –one front and rear
 - OCR
 - Zone Controller
 - Redundant ZC operating with primary and hot standby secondary running parallel and able to take over control if Primary is off-line

ORT System Requirements

- Digital Video Auditing System (DVAS)
 - Night time video to be able to verify dual tire
 - Saving video for 60 days and achieve up to 1yr
- Preferred standalone MOMS System for ORT Systems
 - Integrate existing alarms into one system
- Preferred single ORT Host/Central Processing System
 - Integrated with existing Lane and ORT Hosts
 - Interfaces directly with existing E-ZPass Customer Service Center for the images
 - 15 reports described within the RFP plus 15 additional reports good throughout the contract. These do not included Maintenance reporting

Civil Requirements

- Table C-1 Responsibility Matrix describes ORT Integrator, NHDOT, Civil contractor, and Civil Designer
- Coordination with DOT & Civil Designer very critical in the design of the ORT Civil design due to advertise in Jan 2017.
- To help with the Design Requirements, Appendix D Narrative Section has questions to help support:
 - Gantry requirements
 - Pavement requirements
 - Equipment spacing, load etc.

Testing

- All testing requires test procedures to be review and approved by DOT
 - Factory Acceptance Test
 - Pay for 3 NHDOT employees
 - Onsite First Installation Test
 - DRP testing
 - Installation and Commissioning Test
 - Extend Operational Test
 - Tied to Accuracy requirements
 - Security Test

Accuracy Requirements

Performance Requirement	Performance Level
Transponder Read	99.95%
Transponder Reporting	100%
Vehicle Detection	99.99%
Vehicle Classification	99.50%
Transponder Association	99.95%

Partial List

Maintenance Services

- Specific to ORT Systems (RFP 2016-041)
- Initial 5 year period
 - Extension options
- Hardware/software warrant during base period
- Monthly fee based
- Performance based requirements
- Liquidated damages
- Hooksett/Hampton software agreement with Kapsch

APPENDIX F -PRICE PROPOSAL

- Excel format
- Pricing Sections
 - Design, Testing and Implementation
 - Bedford Hardware Cost
 - Spare Parts List
 - Bedford Civil Cost
 - Warranty and Maintenance
 - Dover ORT including Maintenance Cost
 - Rochester ORT including Maintenance Cost
 - Future Cost
 - Labor Rates

APPENDIX F -PRICE PROPOSAL

- If zero (0) quantities are included in the Proposal, a zero (0) must be entered into the corresponding cell.
- NHDOT reserves the right to assume that if a quantity or value is left blank it is assumed to be zero (0).
- The Price Proposal Forms must be completed in their entirety. The Contractor shall ensure that any and all formulas used in completing the forms are the sole responsibility of the Contractor and further that the NHDOT shall make no representations as to the accuracy of any formulas used.
- Upon completion of all sheets, an officer or an individual otherwise authorized in writing by an officer of the Contractor to sign the Contract must sign and date each Price Proposal Form Sheet in the appropriately provided signature line. The Signatures shall indicate approval and commitment for the entire completed Price Proposal Form.
- Contractor shall not provide any narrative or other additional text i.e. exceptions, clarifications, assumptions etc. in their Price proposal.

Other Appendixes

- APPENDIX D: TOPICS FOR MANDATORY NARRATIVE RESPONSES
- APPENDIX E – CONTRACTOR QUALIFICATIONS
- APPENDIX G-1: SECURITY AND CERTIFICATES
- APPENDIX H: STATE OF NEW HAMPSHIRE TERMS AND CONDITIONS

Question/Answers



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